

FACULTY OF ECONOMICS AND BUSINESS RIJEKA
JUNE 22ND- 28TH 2026

uniri



UNIVERSITY OF RIJEKA
FACULTY OF ECONOMICS
AND BUSINESS



Co-funded by the
Erasmus+ Programme
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CROATIAN
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OF ECONOMY



**EFRI
IBW
2026**
10th ANNIVERSARY

The
Preliminary
Programme



EFRI IBW 2026

10TH ANNIVERSARY

Programme

FACULTY OF ECONOMICS AND BUSINESS RIJEKA - JUNE 22ND- 28TH 2026

EFRI IBW BIP 2026 VIRTUAL MEETING

🕒 22/06/2026, 13:00 - 00:00 (CEST)

👉 [Join meeting](#)

📍 [Azura](#) lounge location

📍 [Infobip](#) location

13:00

VIRTUAL MEETING + INTRODUCTION

Online introduction and Workshop preparation for EFRI International Business Workshops BIP SUMMER EDITION 2026

14:00

**BOŠTJAN ANTONČIČ, UNILJU &
JASNA AUER ANTONČIČ, UNIPRI**
Entrepreneurial characteristics

17:00

STUDY VISIT TO INFOBIP RIJEKA*

21:00

**EFRI IBW 2026 BIP LOUNGE PARTY
@ AZZURA BAR RIJEKA**

00:00

THE END OF A DAY 1



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FACULTY OF ECONOMICS AND BUSINESS RIJEKA - JUNE 22ND- 28TH 2026

MODULE 1: BUSINESS NEGOTIATION

🕒 23/06/2026, 16:00 - 20:00

📍 Annex building of Faculty of Economics and Business (to the left from the main building)

16:00 **OPENING WORD***
Welcome word and official opening of the EFRI International Business Workshops BIP SE 2026

16:45 **MARCIN MAJEWSKI, WUEB**
Same Deal, Different Culture: A Practical Guide to Global Negotiation

18:00 **DAVORIN BALAZŽ, EFRI**
Distributor's negotiation in international business

19:15 **KIRSI SOULAMO & KERTTULI FISK, XAMK**
Build your courage and personal brand

20:00 **THE END OF A DAY 2**

*Dress properly.
Break: 16:30-16:45
Break: 17:45-18:00
Break: 19:00-19:15



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FACULTY OF ECONOMICS AND BUSINESS RIJEKA - JUNE 22ND- 28TH 2026

MODULE 2: COMMUNICATION IN BUSINESS NEGOTIATION

🕒 24/06/2026, 13:00- 20:00

📍 Annex building of Faculty of Economics and
Business (to the left from the main building)

📍 [Hilton Rijeka Costabella Beach Resort & Spa](#)

13:00 **STUDY VISIT TO HILTON RIJEKA***

17:30 **SILVIYA TODOROVA, UNWE**
Negotiations and Licence Agreements/Licence
Trade/ in the field of intellectual property

18:45 **VLADISLAVA PACHEVA, UNWE**
Patent Protection of Inventions and Their
Economic Exploitation in the Negotiation Process

20:00 **THE END OF A DAY 3**

Breaks: 18:30-18:45

* Dress properly.



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FACULTY OF ECONOMICS AND BUSINESS RIJEKA - JUNE 22ND- 28TH 2026

MODULE 2: COMMUNICATION IN BUSINESS NEGOTIATION

🕒 25/06/2026, 16:00 - 20:00

📍 Annex building of Faculty of Economics and
Business (to the left from the main building)

16:00

**BOŠTJAN ANTONČIČ, UNILJU &
JASNA AUER ANTONČIČ, UNIPRI**

Personal & sociological characteristics of entrepreneurs

17:15

IVAN VUJIČIĆ, DURAN

International business negotiation

18:30

MIHO KATIĆ, ZAGREBAČKA BANKA

The credit analysis impact on negotiation power
in banking industry

20:00

THE END OF A DAY 4

Break: 17:00-17:15
18:15-18:30



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MODULE 3: INTERNATIONAL NEGOTIATION

🕒 26/06/2026, 16:00 - 20:00

📍 Annex building of Faculty of Economics and Business (to the left from the main building)

16:00

ALEKSANDAR VIGNJEVIĆ, INFOBIP
Tech Sales Negotiation

17:15

DEAN MATIĆ, BID GROUP LLC
Negotiation Power: KAM at INFOSIT

18:30

STUDENTS PRESENTATIONS
Topic: Student's Negotiation Workshop

20:00

THE END OF A DAY 5

Break: 17:00-17:15



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12:00

**THE CLOSING CEREMONY OF
INTERNATIONAL BUSINESS
WORKSHOPS BIP SE 2026***

🕒 27/06/2026, 12:00 - 13:00

📍 Annex building of Faculty of Economics and
Business (to the left from the main building)

*Dress properly.



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13:00 PARTICIPANTS DEPARTURE

🕒 28/06/2025, 13:00-16:00



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Lecturers

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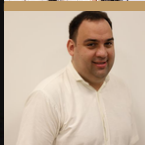
BOŠTJAN ANTONČIČ, PHD

Full Professor at School of Economics and Business, University of Ljubljana, Ljubljana, Slovenia



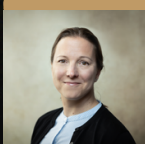
JASNA AUER ANTONČIČ, PHD

Associate Professor of Entrepreneurship at the Faculty of Management, University of Primorska, Koper, Slovenia



DAVORIN BALAŽ, PHD

Postdoctorand, University of Rijeka, Faculty of Economics and Business, Rijeka, Croatia



KERTTULI FISK

Senior Lecturer, South-Eastern Finland University of Applied Sciences- XAMK, Kouvola, Finland



TOMISLAV GALOVIĆ, PHD

Full Professor, Director of EFRI IBW, University of Rijeka, Faculty of Economics and Business, Croatia



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MIHO KATIĆ, MECON

Director of Credit and Corporate analysis, Department at Zagrebacka banka, Rijeka, Croatia



KIRSI SOULAMO

Senior Lecturer, South-Eastern Finland University of Applied Sciences- XAMK, Kouvola, Finland



MARCIN MAJEWSKI, PHD

Assistant Professor, International Business Programme Manager, Wroclaw University of Economics and Business, Wroclaw, Poland



DEAN MATIĆ, MECON

Key Account Manager, BID Group LLC, Rijeka, Croatia



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VLADISLAVA PACHEVA, PHD

Chief Assistant Professor at the University of National and World Economy, Sofia, Bulgaria



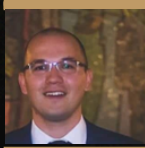
SILVIYA TODOROVA, PHD

Chief. Assist. Prof. Dr., IP Attorney Todorov LLP/ University of National and World Economy, Sofia, Bulgaria



ALEKSANDAR VIGNJEVIĆ, MECON

Senior EMEA Expert, INFOBIP, Rijeka, Croatia



IVAN VUJIČIĆ, MECON

Key Account Manager, Industrial Glass Products DURAN Engineered Glass, Pula, Croatia



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